TEMPLATES HAVE BEEN BUILT. NO CHANGES CAN BE MADE.

N31 - BPEN31S1 WORKPLAN PROGRAMS QUANTITIES 18 OF 1377 02/12/97 - 08:09:12.6

Terr	Acct	Name	City	VAP	Chn	Sugg	Revised	Error Message
122101	053636	A & B AMOCO	FORT LEE	Y		1	____1	
122101	063481	PAN AM SALES, INC	TAPPAN				_____	
122101	079731	BOULEVARD FOOD ST	PALISADES	Y		1	_____	
122101	179724	RAM STATIONERY, I	ORANGEBURG	Y		1	____1	
122101	179799	N & J GRAZIANO, I	TAPPAN	Y		1	____1	
122101	179988	MBI/GC, INC. DBA	BLAUV					
122101	179989	ESPOSITO'S BLAUVE	BLAUV					
122101	181760	EMPIRE CANDY &TOB	PEARL					
122101	223167	BARDONIA FOODMART	BARDO					
122101	229745	STATE NEWS	ENGLE					
122101	263352	DEEPKA	TENAF					
122101	264792	5 CORNERS TOY & G	WESTW					
122101	268010	MR. K'S STATIONAR	TEANE					
122101	273174	C&R BEVERAGE COM	ENGLE					
122101	304935	J & D EXXON	ENGLE					
122101	328815	SHOPPERS EXPRESS	BERGENFIEL	Y		1	____1	
122101	333485	DAIRY AND DELI	NORWOOD	Y		1	____1	
122101	342068	SUPERVALUE GAS/AM	NANUET	Y		1	_____	

QUANTITY TOTALS

TOT REGION ALLOCATION: 3725 ACCT

TOT REGION REVISED QTY: 3325

SCROLL LIST REVISED QTY: 582

PF3 = ESCAPE

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Quit Retrn SRCH BKWD FRWD TOTL Lgoff

51842 5859

Source: https://www.industrydocuments.ucsf.edu/docs/qycp0000

BPEN82MA

R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTION

PAGE: 1
DATE: 97-02-11
TIME: 01:13 PM

PROMOTION : 700050 DORAL B2GF LIGHTER PROGRAM-APR PROMOTION SUMMARY REPORT
DRIVE PERIOD: 70400

	NO OF ACCOUNTS	TOTAL SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
12XXXX 12 NEW YORK METRO REGION					
				3,725	74,500
VAP					
CHAIN	465	238	4,760		
INDEPENDENTS	4,231	3,139	62,780		
VAP TOTAL	4,696	3,377	67,540		
NON-VAP					
CHAIN	1,275	35	700		
INDEPENDENTS	3,833	366	7,320		
NON-VAP TOTAL	5,108	401	8,020		
TOTAL CHAINS	1,740	273	5,460		
TOTAL INDEPENDENTS	8,064	3,505	70,100	TOT COMMITTED:	75,560
TOTAL ACCOUNTS	9,804	3,778	75,560	TOT REMAINING:	1,060-

51842 5860

Source: https://www.industrydocuments.ucsf.edu/docs/qycp0000